

The Washington Times

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FRANK A. MUNSEY

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A Chance for the Capital to Wake Up.

Let Washington trade stand on its own feet. Let the city grip its own commercial advantages. Let our local tradesmen supply our own markets, and all of our own markets, and then reach out to supply the markets of others.

This, in brief, is the platform on which representative local business men are organizing a new campaign. They have determined to put into action a conviction which the least observing of them has held for years and allowed to lie dormant—the conviction that Washington can do its own jobbing. They do not pass upon the movement begun last winter to encourage the location of factories within the District. But they have decided that no reasonable objection can be urged against the establishment of a wholesale trade here commensurate to the city's needs and appropriate to its opportunities.

The situation of today more than justifies their stand. It indicates, indeed, that the stand is long overdue. Washington does not even supply its own citizens. Half, or more than half, of its wares come from Baltimore and Richmond, or farther away. When this paper asked local business men to help re-establish the Alexandria ferry service on the ground that local trade was involved, it learned that the Capital bought more goods from the wholesalers of its comparatively small sister city than it sold to the people of that city. It is common knowledge that no serious effort has been made to correct the situation. Instead, the number of exclusively wholesale houses which have been established here in a generation could be counted on the fingers of one hand, and it is much to be doubted if they offset the number which have been discontinued.

No business man ought to be surprised at the consequences. The District has the short end of all discretionary shipping regulations. Preferences in through car schedules, in route making, in time of delivery, in demurrage charges, have gone to these communities which good business tactics on the part of the carrier would naturally select—the communities which have shipped the greater quantity of freight and have been most active in seeking such preferences.

The piano dealer in Baltimore has been too often able to ship through Washington and obtain delivery to Falls Church or Washington Grove sooner than his nearer competitor in Washington. Cars from the North full of merchandise bound for eastern Tennessee have been hurried to the point of destination past corresponding smaller shipments standing on the platforms of local freight houses. Buyers from Southern cities have regularly passed through the Capital on their way to cities farther north. A town as small as Charleston, W. Va., with not more than 15,000 inhabitants, has been able to guarantee better delivery than a city as large as Washington and advertise its trade by means of 140 traveling salesmen in contrast to this city's scant twenty-five.

That such a situation has prevailed so long is important chiefly, at this juncture, as indicating the imperative need for action now. Washington has great potential advantages. They should be developed at once. To do so will require initiative, persistence, and co-operation on the part of all our merchants. In the light of that fact, one of the most hopeful aspects of this campaign is that it is begun by committees of the local Bankers' Association, the Board of Trade, and the Business Men's Association.

The first step should be a catalogue of the city's attractions to buyers for the South and middle West. They are, briefly: Competing water routes to coastwise towns and adjacent districts. Forty miles less freight to pay than Baltimore, and 140 less than Philadelphia.

Corresponding savings in time of shipment.

More general interest for the family of the merchant or buyer than any other city in the country.

For District trade in commodities now shipped from here through jobbers in Baltimore, Norfolk, and Alexandria, immediate delivery.

For nearby trade in merchandise from every point, less expensive journeys for buyers and corresponding savings in freight and time of delivery.

Some of these attractions, like the Capital's general interest to the people of the whole nation, already exist. They need only to be impressed on the storekeeper in available communities. But the others—by far the greater number—must be obtained. That is work which will require hustle and co-operation. The saving in freight and in time of delivery can be obtained only through a showing to the railroads of a determined demand and the development of competing water routes. Once the freight agents of the many lines which converge on Washington are brought to see that our merchants are in earnest, those advantages will be had. Not before.

At the outset, then, it is essential to the success of the movement that our merchants and shippers should make their representations to the carriers together and be in earnest.

Next, every reasonable effort should be made to enlarge the jobbing business by persuading the local retailer to buy at home and encouraging the local jobber to seek outside trade. In this latter effort lies the opening to the bankers. They are said to be anxious to find forms of investment beyond local real estate and securities. If that be true, they can join forces with their merchant neighbors to their great mutual profit.

Finally, both shippers and investors must unite forces in fighting for new trade—must unite practically, with a dollars-and-cents interest. Other cities have found a shippers' association an effective means of such co-operation. The Times believes that a method which has worked for Richmond, Atlanta, Baltimore, and practically every other business center will work in Washington. So it indorses heartily the appeal for such an organization which it published yesterday from the joint committee representing the three institutions named—the Bankers' Association of Washington, the Board of Trade, and the Business Men's Association.

But The Times does not believe the success of the movement will depend so much upon the existence of such an association as upon the work it does after it is organized. In this connection, as in a great many others, what Washington needs is influence in action, a body which will dig for results. Trade, in particular, is to be had only by going out to get it. The existence of opportunity to buy will not be enough. The existence of special advantages will not be enough. Opportunity and advantages alike must be emphasized until the buyer not only knows of them, but appreciates them at their practical worth to him.

If Washington is to share in the trade of other markets, therefore—if, indeed, it is to gain its own market—it is essential its business men should do these things:

First—They must join forces as their competitors have joined forces in other cities.

Second—They must catalogue the advantages which the Capital now has or ought to have.

Third—They must go out, to get, and actually get, such concessions and service from the railroads and water routes as the city has a right to expect.

Fourth—On the basis of those advantages they must fight for the trade which of right belongs to Washington and now goes elsewhere.

If these things are done with energy and earnestness the city will advance steadily toward its proper position with relation to its own trade and the trade of the South and middle West, and the merchants and investors who are asked to join hands in the movement will profit by the movement immediately. But if either energy or earnestness is lacking, if the movement is not kept insistently practical, if the effort is not aimed squarely at results, the city will go on paying to the wholesalers and shippers of nearby trade centers the profits which it might very reasonably obtain from the consumers of other communities.

IN THE CIRCLE OF SOCIETY

OFFICIALS LEAVE CAPITAL IN RUSH

Households Busy Packing
After Adjournment of
Congress.

AWAY FOR THE SUMMER

In Spite of Heat Last Few Days of
Session Enlivened by Afternoon
Card Parties.

Brave official women, who endured the heat of Washington that they might remain with their husbands, fathers, and brothers until the end of Congress, are now closing up their quarters in a hurry, and all day yesterday, those fortunate enough to close up the ragged ends of their affairs, were packing and leave-taking. By the end of the week it is probable that even the Speaker, whose duties are heavier than those of most officials, will have gotten his affairs in sufficient shape to leave the Capital.

One might have thought that hot weather shut off all official intercourse with the families remaining in town, but not a bit of it. There was not a single afternoon last week without its numerous small card parties, where women in shirt waists turned away at the throat, and tables near by filled with refreshing beverages, enjoyed one another's society as best they might.

Miss Cannon will leave Washington today for New York, where she will spend a day or so before going for a visit with Representative and Mrs. Henry Kirk Porter, at their Long Island estate. She will go to Danville, Ill., in a bout a week's time, and after visiting her old home for some days, will return East for a long visit with Mr. and Mrs. J. L. Loebe, of Chicago, at their Magnolia summer home.

Senator and Mrs. Scott, who will remain in Washington, spent yesterday afternoon in driving about the city. They will leave Washington for their West Virginia home the first of this week.

Mr. and Mrs. Charles M. Foulk have gone to Tuxedo Park for the summer. They are having extensive changes made in their Massachusetts avenue residence, the most important of which is cutting the terrace away to the street level, and converting the house, one of the most commodious in the city, into an English basement entrance.

Senator and Mrs. Philander Knox, with Phil Knox, Jr., and Miss Singer, niece of Mrs. Knox, have arrived in London, where they will shortly be joined by Hugh Knox, their second son, after which they will begin some interesting automobile trips through the country.

Mrs. John Eversham, Mrs. J. F. Remona, Mrs. C. Halliday, Mrs. J. Kirkman and Miss Kirkman and Mr. and Mrs. Henry Vance are among the Washington people who are now in Paris.

Senor Quesada, the Cuban Minister, and his family have also reached Paris. Other Washington people abroad are Mrs. George W. Cissel and Mrs. John H. Roach, who are at Vichy, and Mrs. Francis C. Carlyle, who are at Antwerp.

Army and navy people are flocking to the Atlantic City season as never before in the history of the resort. Commodore Parker, U. S. N., and Miss Parker, his daughter, are staying at the Hotel Wiltshire, and Commodore Platt and family have chosen the same hotel.

Senator and Mrs. Rayner, who went to Atlantic City last week, are stopping at a private cottage on Illinois avenue. Ex-Representative William Hughes is also there.

Mrs. Samuel Rose has gone to Eagle's Mere, Pa., where she will occupy her cottage for the summer.

Miss Carrie Simmons, of this city, who is visiting Williamstown, N. C., was given a dance there last week which proved the leading attraction for social circles.

Dr. and Mrs. J. E. Mitchell and Mrs. J. J. Woodward are among the large Washington contingent enjoying life at Old Point Comfort.

Mrs. Walter Fairfield and children are at Cape May, but will return to their De Sales street home next week, upon the arrival of Mr. Fairfield, who is in Florida in connection with the United States Coast Survey. Mrs. Fairfield will join friends at Narragansett in July, going later to the Adirondacks.

One of the jolliest river parties of the season chartered the Mary M. yesterday down the river, chartered by Mr. and Mrs. Charles Floyd Beers. The Mary M., which is now owned by Mr. Froberg, of this city, but was built for Governor Montague of Virginia, is a beautiful launch, well equipped and spacious. Those in the party were Miss Junia Kaufman, Miss Rebecca Willberg, Miss Malvine Wood, Miss Josephine Steinberger, Miss Blanche Stern, Miss Julia Loebe, Miss Carol Baer, Miss Minnie Berwanger, Miss Hilda Jacob, Miss Saeve Silver, and Miss Helene D. Engel, and Louis Bush, Milton Baer, Jonas Michels, Sydney Wolberg, Samuel J. Steinberg, Samuel Schwartz, Zion D. Burnstein, Moe Baer, Milton Kaufman, Herbert Berliner, and Benjamin Wolberg.

Samuel Bensinger is spending a short time at Atlantic City with his daughter, Mrs. Gerson Nordlinger.

Mrs. Annon Behrent and daughter, Miss Laura Behrent, have returned from a few weeks' stay at Atlantic City.

Mrs. J. Strouse, of Baltimore, is the guest of her sister, Mrs. Caroline King, of Eighteenth street.

Samuel Edelstein, who has been in Charleston, W. Va., for the past six months, is spending a few days here en route to New York.

FAIRBANKS AND FAMILY OFF FOR HOME IN INDIANAPOLIS

Prominent People in Official, Social, and Diplomatic Life
Leaving for Vacations—Brilliant Ancestral Home
Wedding at Remington.

The Vice President and Mrs. Fairbanks closed their residence on the corner of K and Seventeenth streets Saturday evening, and left Washington for their home in Indianapolis. They will stop on their way there for a visit with the mother and sister of the Vice President, at Marysville, and Springfield, Ohio. They will remain in Indianapolis during July.

Secretary of the Interior and Mrs. Hitchcock, accompanied by Lieutenant Commander and Mrs. William S. Sims, will leave Washington tonight for their summer home, Westmore, at Dublin, N. H. Miss Margaret Hitchcock preceded them by a week, and has gotten the home in readiness for them.

Representative and Mrs. Charles B. Landis left Washington day for West Point, where they will make a visit to their son, John Landis, who is a cadet there. After a day or so, they will be the guests of Senator and Mrs. Thomas C. Platt, at their country place, Tioga Lodge, at Highland Mill, on the Hudson river. After that they will go to their farm near Delphi, Ind.

The Counselor of the Japanese Embassy and Mrs. Miyazaki will have as their guests for several weeks, Franklin Buechner, of Germany. She will arrive in the city tomorrow, after a visit of several days with friends in New York.

Major McCawley, who is suffering from typhoid fever, was removed late Saturday evening from his apartments at Stoneleigh Court to Providence Hospital. He seemed no worse for the change, and is said to be progressing toward recovery.

Justice and Mrs. E. D. White have taken for a second summer the Needwood Cottage, at Boston Neck, Narragansett Pier.

Lieut. and Mrs. John Timmons, son-in-law and daughter of the Vice President and Mrs. Fairbanks, will remain in the city until the first of August, when they will go to the Berkshires and spend the month in taking leisurely trips through the hills and surrounding country in their automobile.

Miss L. M. Chapman, of 1236 New York avenue northwest, leaves the city today to visit relatives and friends in Canada and Grand Rapids, Mich.

"Grassdale," an ancestral home near Remington, Va., was the scene last Wednesday, June 27, of a pretty wedding, when Miss Sara Skinner Clifton, daughter of Mr. and Mrs. M. L. Clifton, was married to John Marshall James, of Fauquier county, Va. The ceremony was performed in the parlor, which was decorated with oak leaves and ferns.

Mr. James had as his best man his brother, Keith James, of Alexandria. The bride entered the room with her mother and was attended by Miss Juliet Eddings of Orange, as maid of honor, and Miss Susie Clifton, of Washington, C. as bridesmaid. The bride's gown was a white silk princess robe, and she carried a shower bouquet of white roses and carnations. The groom wore a tuxedo and carried a white point d'esprit over pink silk and a bouquet of pink roses and carnations.

Miss George Ifft, of Washington, played the Lohengrin wedding music for the bride procession, and Rubenstein's "Melody in F" during the ceremony. Many handsome presents were received by the young couple. After the ceremony a reception was held during which a buffet supper was served.

Later in the evening Mr. and Mrs. James left for an extended Northern wedding trip, during which they will visit Niagara Falls and Atlantic City.

A pretty wedding took place on Wednesday evening of last week, at the home of Mr. and Mrs. J. W. Keyes, when their daughter, Miss Lillian M. Keyes, became the bride of J. C. Conyers Greene. The bride party stood during the ceremony in the bay window, which was decorated with palms and other potted plants. Rev. Father Carey, of Holy Name Church, officiated.

The bride, who is a tall and stylish young woman, was becomingly attired in a princess gown of Brussels net over white satin, trimmed with lace. Her tulle veil, caught up with a wreath of orange blossoms, and she carried a bride's bouquet. She was attended by her sister, Miss Alice Vernon Keyes, as maid of honor, who wore a Paris mail, and carried pink roses.

The bridegroom had as his best man W. A. Maher, Milled. Mr. and Mrs. Jeanette Buch were flower girls and were very dainty in their dresses of white and pink. The bridesmaids were Misses Lillian and Mary Maher, who were both numerous and handsome. The bride's going-away dress was a gray princess suit with hat to match.

Mr. Tawney has made arrangements to leave Washington this afternoon, and Chairman Payne, of the Committee on Ways and Means, will take to his country home also this afternoon. Mr. Dail, of Pennsylvania, will start on Wednesday next on his trip to the Pacific coast.

John Sharp Williams, the minority leader, left this city last night, and went to his home in Nazareth, Pa. Later he will make a tour of Europe, going to London as one of the delegates of the American group of the Interparliamentary Union.

Chairman Briggs, of the Democratic committee, will go to his Georgia home tomorrow for a two weeks' visit, after which he will come back to Washington, to be here all summer on his active campaign work. At present Chairman Sherman, of the Republican Committee, is in his New York home.

Home for the Fourth.
But there are a few of the faithful still in the Capital, among them "Uncle Joe" Cannon, Chairman Tawney of the House Committee on Appropriations, and Chairman Briggs of the Democratic Congressional Campaign Committee.

Speaker Cannon expects to get to his home in Danville, Ill., in time to spend the Fourth of July there. His delayed departure is due to the fact that he had to stay over in connection with the awarding of certain contracts for the new House office building and the power plant. He was at the Capitol to-day, looking altogether care-free, his usual air of an unusually acute angle, sharp click of the hammer, as legislative belongings are boxed up.

Saturday night and yesterday Representatives and Senators did the finest going-away stunt of their lives. They packed in a second and climbed on the train in a minute. Heat was too much for them, and hearing the "call of the wild," they gave the city the double cross and made tracks for the green fields and sighing pines, rivulets, and kind-faced cows.

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DEATH FROM HEAT FOR ALEXANDRIA

Soldier of Many Wars, Linguist, Scholar, and Expert
Succumbs to Heat.

MEMBER GERMAN NOBILITY

Followed Maximilian and Grant—Friend
of Schurz—Two Score Years Ex-
pert Government Clerk.

Major William DeBatz, adventurer and soldier of fortune, scholar and clerk for nearly two score years, died suddenly yesterday at his apartments, 1412 Sixth street northwest, from the effects of the heat. He was seventy-six years old and had enjoyed a long life that brimmed over with excitement and triumph with interest.

He was a native of Wurtemberg, Germany, where his family was of the nobility. He was entitled himself to the title of Baron, though he never employed it and it only appeared in his correspondence on his letters from his sister, who still lives in Stuttgart. A letter from this sister, addressed to "Baron Wilhelm DeBatz," was received this morning. It will be returned unopened.

Had Eventful Experience.

In his early life young DeBatz lived with the young fashionables of his country and time, adopting their amusements and their free habit of spending money. He was a descendant of Charles DeBatz, from whose life and exploits Du-mas is said to have conceived his character of Artignan, in "The Three Guardsmen." He was given a commission in the Austrian cavalry, in which he won his spurs. He saw service in the war with Italy and other lesser struggles. When the Grand Duke Maximilian was chosen Emperor of Mexico, Major DeBatz was one of those who came in the train of that unhappy potentate to this continent. However, Major DeBatz stopped in New York and sought service in the Union army. He served as a volunteer aid, his lack of acquaintance with the English language preventing him from receiving a commission.

After the war he came to Washington and was employed for a time in the interior department, which was then Secretary. Afterward he became translator in the foreign division of the Postoffice Department, and held that position for twenty-eight years, retiring only last April. He spoke, read, and wrote several languages, and was regarded as an authority on many subjects connected with European literature and history.

Man of Striking Physique.

He was a man of striking appearance, being six feet two inches in height and weighing 245 pounds. He observed always a soldierly neatness in his dress, and a soldierly uprightness in his carriage and deportment. He had a violent and even explosive temper, but he kept it under control, and it was only occasioned and under strong provocation that it got the better of him. He was admired and loved by all the old women and little children of the neighborhood in which he lived, for his crusty exterior concealed a warm heart and the most generous impulses.

A Widower and Childless.

Mrs. DeBatz, whom he married in this country, died about eighteen months ago. They had no children. The funeral services will take place tomorrow afternoon at 2:30 o'clock at Lee's undertaking establishment, on Pennsylvania avenue, and will be conducted by the Rev. Dr. J. J. Schurz, with the request of Major DeBatz's body will be cremated. Rollins Post, of the Postoffice Department, was a member, will have charge of the services.

MRS. BRYAN ENDS LIFE WITH REVOLVER

With a fond kiss of farewell as her husband left home, Mrs. Fannie Bryan, fifty-seven years old, the wife of Augustus S. Bryan, 1315 G street northwest, a clerk of the Treasury Department, entered her bedroom last night about 7:30 o'clock, and committed suicide by shooting herself with a revolver.

Death was almost instantaneous, and when Mr. Bryan returned home some time later, he found his wife lying dead on the floor of her room, attired in a dressing robe, with a ghastly bullet wound just above her heart. The revolver lay at her side.

Mrs. Bryan suffered from melancholia and had been in ill health for a period of six years. She is supposed to have been momentarily insane when the rash deed was committed. Coroner Nevitt issued a certificate that Mrs. Bryan came to her death as a result of a self-inflicted bullet wound. The funeral will take place tomorrow morning and the body will be interred in the family burying ground in Cecil county, Md.

Mr. Bryan states that his wife had long been a victim of a serious nervous trouble and had been confined to the house for a period of four years. The excessive heat of the past few days weakened her greatly, and Friday she was prostrated. The revolver used by Mrs. Bryan was an old-fashioned weapon, which her husband had owned for many years and which was kept on the dresser in Mrs. Bryan's room.

LONDON JAMMED WITH AMERICANS

LONDON, July 2.—After a dull beginning, the London season has developed a bright and busy zenith. The court is in town, there has been a spell of lovely summer weather, and the effect has been to stimulate social activities in the west end.

The London hotels, in spite of the numerous additions to the number, have hardly a bed to spare. The Cecil had to refuse 150 people on one day recently. The fashionable restaurants tell the same tale.

MARRIAGE LICENSES.

Edward W. Scott and Louisa A. Dodge.
Charles R. Riley and Helen H. Hitchcock.
Thomas R. Warrell, Lynchburg, Va., and Lizzie A. Edwards, Charlottesville, Va.
George F. German and Blanch M. Thompson.
Wm. B. Reed and Ethel Slater.

DEATH FROM HEAT FOR ALEXANDRIA

Peyton Dearborn, Prominent
Jeweler, Prostrated
Yesterday.

COLLAPSE WAS SUDDEN

Had Been Walking in Neighborhood
and Returning Home Succumbed Be-
fore Physician Could Be Called.

WASHINGTON TIMES BUREAU, ALEXANDRIA, VA., JULY 2. Peyton A. Dearborn, a prominent King street jeweler, died suddenly at his home in King street, about noon yesterday. Mr. Dearborn was on the street and in some of the stores in his neighborhood yesterday morning about 11 o'clock, and, returning to his home, was lying on a couch when he called to his wife to come to him as he was dying. She responded and seeing his condition called a physician, but before the latter arrived Mr. Dearborn had expired. The coroner gave a certificate of death from heat exhaustion.

Mr. Dearborn was very popular, and during his residence in this city had made a host of friends. He was born in Annapolis county in 1878. He came to Alexandria several years ago and opened a jewelry store and had built up a lucrative business. He is survived by a wife and one child.

Mr. Dearborn was a member of Alexandria Lodge of Elks, and Alexandria Conclave of Heptasophs. His remains were this morning sent to Annapolis for burial. The pallbearers were Martin Quinn, Joseph Drew, Robert F. Downham, John Lucas, C. H. Erick and Charles Geizendaffer. The remains were accompanied by a delegation from the Elks and Heptasophs.